

Message Text

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PAGE 01 LISBON 01330 221520Z
ACTION EUR-12

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UNCLAS LISBON 1330

E.O. 11652: N/A
TAGS: BEXP, PO
SUBJ: MAJOR EXPORT PROJECT: SYNTHETIC FIBERS COMPLEX

REF: 77 LISBON 5665

1. REP. OF CHEMTEX FIBERS EXPORT INC. VISITED EMBASSY FEBRUARY 16 TO BRIEF US ON HIS CONVERSATIONS WITH PETROFIBRAS, A GOVERNMENT COMPANY ESTABLISHED IN 1976 TO BUILD SYNTHETIC TEXTILE PLANTS (REFTEL.) CHEMTEX SEEKS TO BID FOR CONSTRUCTION OF NYLON FILAMENT PLANT PLANNED BY PETROFIBRAS. CHEMTEX WOULD REPORTEDLY USE ALLIED CHEMICAL TECHNOLOGY.

2. PETROFIBRAS PRESELECTED IN AUGUST 1977 12 COMPANIES TO BID, ONE OF WHICH WAS CHEMTEX. BECAUSE OF ITS PREOCCUPATION WITH A PROJECT IN POLAND, CHEMTEX CANCELLED A PLANNED TRIP TO PORTUGAL IN LATE OCTOBER TO DISCUSS PROJECT. BECAUSE OF ITS FAILURE TO FOLLOW-UP ON ITS PREQUALIFICATION SELECTION, CHEMTEX WAS NOTIFIED IN DECEMBER THAT IT HAD BEEN DROPPED FROM BIDDERS LIST. PETROFIBRAS PROCEEDED TO INVITE 4 FIRMS TO SUBMIT FINAL BIDS BY APRIL 5 (REPORTEDLY ZIMMER (FRG), TORAY (JAPAN) AND SNIA

3. CHEMTEX MET WITH PETROFIBRAS WEEK OF FEBRUARY 13 TO REQUEST PERMISSION TO SUBMIT A BID, BUT WAS TURNED DOWN BECAUSE OF ITS EARLIER APPARENT LACK OF INTEREST. CHEMTEX FEELS THAT IT COULD SUBMIT A HIGHLY COMPETITIVE BID FOR THE SUBJECT PROJECT.

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4. COMMATT. MET FEBRUARY 21 WITH PETROFIBRAS ADMINISTRATORS TO EXPLORE POSSIBILITY OF THEIR RECONSIDERING THEIR DECISION AND INVITING A BID FROM CHEMTEX. WE STRESSED: 1) THAT CHEMTEX, TOGETHER WITH ALLIED CHEMICAL, COULD PRESENT A N INTERESTING PACKAGE, AND 2) THAT IT WOULD BE IN PETROFIBRAS INTEREST TO HAVE A US FIRM AMONG THE FINAL BIDDERS. ADMINISTRATORS

ACKNOWLEDGED RENEWED CHEMTEX INTEREST BUT STATED THAT BIDDING REGULATIONS ALLOW A MAXIMUM OF FOUR FIRMS TO SUBMIT FINAL BIDS. PETROFIBRAS HAS ALREADY SELECTED THAT NUMBER AND IS PRECLUDED FROM INCREASING IT. THEY HELD OUT REMOTE POSSIBILITY THAT, IN EVENT ONE OF THE FOUR FINAL BIDDERS FALLS THROUGH CHEMTEX WOULD THEN BE INVITED TO BID. EMBASSY DOUBTS, HOWEVER, THAT SUCH WILL HAPPEN.

5. PETROFIBRAS ADMINISTRATORS NOTED ALSO THAT THEY ARE PREPARING PRELIMINARY BID DOCUMENTS FOR A PLANNED POLYESTER PLANT, A COPY OF WHICH THEY WILL SEND TO CHEMTEX. THEY HOPE THAT CHEMTEX WILL MAKE A TIMELY RESPONSE ON THIS PROJECT.

6. PASS FOREGOING INFO TO ALAN C. DAVIS, VICE PRESIDENT, CHEMTEX N.Y.C. (TELEPHONE (212) 752-5220; TELEX: 233070; 850 THIRD AVENUE, N.Y. 10022.
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